

**Mass Fruit Growers Summer Meeting
2019**



Boston Area Gleaners



Pruning 2019



Day of Caring



Christmas Tree Shop





Sholan Farms® Annual Report

Established in April 2001

July 2018 – June 2019

Lisa & Rocco Trotto – Bee Keepers



**Sholan Teamwork Leominster United
Methodist Church Youth Group**



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Board of Directors July 2018 through June 2019

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 Mr. Steve Smith, Vice President, Steve_Smith@bmc.com, 1-978-870-2797
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Sholan Farms Staff

Orchard Manager - Sam Holmes, samholmes@sholanfarms.com, Tel: 1-508-517-1264 (March 2018 – March 2020)
 Orchard Manager – Mike Meehan, mikemeehan@sholanfarms.com, Tel: 1-978-660-4556 (March 2020)

Attachments:

Balance Sheet
 Profit and Loss Summary



Summary of Activities

Friends of Sholan Farms, a 501(c)(3) organization, is pleased to provide this 2019 Annual Report to its funding partners and volunteers. We believe it is important that our stakeholders have insight into our activities to support the farm. Sholan Farms is operated by the "Friends of Sholan Farms" who are volunteers who come from Leominster and its neighbors (around the USA and abroad). This 501(c)3 non-profit organization was formed in 2001 to continue with the preservation and restoration of the farm. The group has organized operations and fundraising efforts associated with "saving and growing" the farm, and restoring the farm and the orchard to its original splendor.

The Friends of Sholan Farms have devoted countless volunteer efforts to protect, preserve, and restore the property and orchard. Plans for this restoration project go beyond tending to the property and orchard and include transforming the farm through the addition of several important structures: barn, apple storage, equipment building, pavilion, outdoor classrooms to name a few. The grounds are open to the public for seasonal fruit harvest and for passive recreation activities such as hiking, bird watching, caring for the orchard, snowshoeing, cross-country skiing, and events throughout the year.

Friends of Sholan Farms - Mission

Our mission is to be a family oriented, recreational, and educational farm making full use of natural resources with an integrated ecosystem that is practical and environmentally friendly. Our goal is constant improvement while striving to preserve and protect this diverse property. We desire to be beneficial to the community by bringing people, education, business, and culture to the City of Leominster and surrounding communities in Central Massachusetts.

Education

Over 4,500 people participated in various Friends' functions and fund-raisers; the Annual Apple Blossom Festival, Opening Weekend, Cream of the Crop Weekend, and the Harvest Festival Weekend. Thousands of people visited the Farm every weekend during the fall harvest season, arriving by automobile, on foot, and by bus.

Clearly, the Farm is an important and treasured asset of the community: one of the last remaining working farms in the City of Leominster, where children and people of all ages can get in touch with nature, the land and farming. The staff, supporters and volunteers at Sholan Farms teach about the source of our food, growing apples, preservation, the value of open space and farmland, and the cultural heritage of Leominster.

The Friends have developed an excellent tour package to educate elementary students and visitors. Support comes from the Leominster Cultural Commission Grant and from the tour fees, donations, merchandise sales, and fund-raisers. These field trips are so popular that teachers begin registering in June for the fall field trips. Many of the children who visit Sholan Farms have never been to a working farm and many have never picked an apple.

Guests tour the orchard and get a chance to learn how apples grow. Children and adults participating in the Sholan Farms' tours learn first-hand experiences about their role in nurturing the environment. At the end of all field trips, students form a closing circle and share what they learned at Sholan Farms. Younger students have story time and the older kids share what they have learned.

The Friends' educational tour program affords visitors of all ages the opportunity to experience this "hands-on" learning environment. Students usually arrive by bus and hike through the orchard, learning about the apple trees and plants. Specially trained volunteers teach the classes, which include Farm and Garden for Kindergarteners and elementary school students. Older students get to hike through the orchard and farmland and learn about the adjacent Fallbrook watershed and care of the environment.

The Friends of Sholan Farms are Preserving the Past and Influencing the Future



Friends Organization – About Us

The Friends of Sholan Farms is governed by a volunteer Board of Directors and its dues paying members. The Board plans and manages operations, fundraising and distribution of donations in accordance with its mission statement.

The goal of Friends of Sholan Farms is to bring people and land together in a practical, enduring, life-giving community. We do this by growing and distributing food in a way that is just and sustainable; that helps us develop skills and knowledge of land and community stewardship; and that connects rural and urban people to the land and each other in a way that celebrates life and harmony with the earth.

The "Friends of Sholan Farms" are made up of volunteer residents of Leominster and its neighbors (around Central Mass and beyond). This 501(c)3 non-profit organization was formed in 2001 to continue with the preservation and restoration of the farm. The group has organized operations and fundraising efforts associated with "saving and growing" the farm, and restoring the farm and the orchard to its original splendor.

The Friends of Sholan Farms have devoted countless volunteer hours to protect, preserve and restore the property and orchard. In 2012, the Master Plan Committee was formed to help shape the next 20 years. The plans for the restoration project go beyond tending the orchard. In fact, they include facility expansions to include equipment buildings, visitor center and restrooms which will transform the farm into a 12-month destination for nature lovers. The grounds are open to the public for apple picking and for passive recreation activities such as hiking, bird watching, caring for the orchard, snowshoeing, cross-country skiing, and events.

The Friends of Sholan Farms is a working team dedicated to promoting the importance of local agriculture and stewardship of natural resources. Our primary focus is associated with the restoration, property improvements and preservation of Sholan Farms located at 1125 Pleasant Street, Leominster, Mass. Our vision is to establish a working farm and agro-ecological education center, which teaches humane sustainable agriculture.

2019 Revenue, Donations and Fund-Raising

The Friends of Sholan Farms use the accrual accounting method and our fiscal year ends in December. Throughout the 2019 report year, the Friends of Sholan Farms have led a strong charge to restore and preserve the 167.0239 acres of land and orchard at Sholan Farms. Our most important revenue stream continues to come from the Apple Crop with a gross of \$138K-- in 2019. Until 2014, we had shown steady growth in our apple sales (gross sales) as follows: \$3,000 - 2001, \$9,000 - 2002, \$25,000 - 2003, \$38,000 – 2004, \$37,000 in 2005, \$56,529 – 2006, and \$76,914 – 2007, \$113K – 2008, \$128K – 2009, \$122K 2010, \$125K 2011, \$131K 2012, \$154.8K 2013, \$108.1K 2014, \$139.7K – 2015, \$108K – 2016, \$122K – 2017, \$115K – 2018, \$ 138K - 2019. In 2019 we finally increased apple sales by 16%.

Mother Nature is always throwing uncertainties into the mix, which certainly brings new challenges to every farmer year after year. Massachusetts officials reported that the 2019 New England apple crop was estimated to be about 30 percent larger than the 2018 crop. A detailed explanation can be found in the revenue expense section of this report.

The pumpkin and squash harvest improved from 2018 to 2019. The gourd crop failed due to use of a field that was overrun with weeds. This improved production is attributed to the use of new farming techniques along with best management practices in the form of soil testing and Integrated Pest Management that came to us through the UMASS Extension service staff. The soil testing and nutrient management really helped. Sam has made many changes and added significant cultural practices and soil amendments that aided in the improved production for 2019

Fundraising is an area that needs more attention. The most successful fundraising efforts are the Apple Blossom and Harvest Festivals. Donations, events, sponsorship and grants amounted to \$24K or 11% of the total revenues. Presently we use our operations revenue to fund all activities. We can improve our offerings by using operations funds to support operations and raise capital funds to support expansions and farm improvements. In December 2017, we received help through the Mass Department of Agriculture to write a new 5-year Business Plan. Andy and Joanne attending the "Tilling the Soil" classes and were able to set goals and objectives that will enable us to raise additional funds. Another key component will be to aggressively seek grants.



Volunteer & Leadership Assessment

The past few years have been full of change and challenge with regards to the volunteers. The Friends of Sholan Farms was founded in 2001 with purpose and goal of running the farm in a sustainable manner using paid staff and volunteers. The farm is run by our paid staff which includes an Orchard Manager, Assistant Orchard Manager, Farmstand/Volunteer Coordinator Manager, and seasonal staff and volunteers. We rely on volunteers to complete a major amount of the work. This year brought in approximately 8,000 logged volunteer hours and numerous volunteer hours that have not accounted for. Each year we hire a new farmstand manager and that in itself is a challenge. There is a steep learning curve and we are still evaluating the pros and cons of keeping this as a full-time position. In 2019 we determined we could not afford to fund this fulltime position. We split up functions between the board members and volunteers. We did hire a head cashier to help with staffing on the register. This worked out very well, and freed up the board to address scheduling, consignment, stocking and volunteer training. Most of the volunteer hours include sales, pruning, tilling, planting, mowing, farmstand maintenance/upgrades and numerous other chores that contribute to the upkeep of the farm. Volunteer opportunities include apple picking (grading, polishing and bagging), working in the farmstand selling apples and retail, school tours, and many other areas too numerous to mention.

We have found that sub-committees and teams are needed to keep the farm running smoothly. We implemented teams during the Apple Blossom Festival and now have teams for membership, making value added products, school tours and pruning, which have all been somewhat successful. With all the aspects of running the farm, we hope to have more teams in place during the approaching season.

PLEASE VOLUNTEER! Volunteer training is provided on an individual basis. In 2020 we will be implementing an orientation checklist that will help to assure that all volunteers and staff are working in unison. There will be other training opportunities as the season opens. Anyone interested in becoming a volunteer, please contact a board member at Sholan Farms 978-840-3276 or email to volunteer@sholanfarms.com. You can also sign up on the website.

SHOLAN FARMS IS A GREAT PLACE TO VISIT! LET'S KEEP IT BLOSSOMING!

Major Accomplishments

Apple & Peach Orchard History and Assessment

In 2001 when we took over the farm, we had nine varieties of apples and by 2019 we had 39 +/- varieties in production. We are now maintaining 100% of the 60 acres of existing agricultural land at Sholan Farms. The vision of someday having the farm in full production has come true. Efforts are underway to bring fallow farmland into production. We are also removing non-productive sections and replacing with alternate more profitable crops. In 2017 we removed half of the standard block 4 and in 2019 we approved the removal of Block 7b – McIntosh Block.

Tall Spindle Orchard – UMASS

Beginning on Sunday April 19, 2009 and finishing on Saturday April 25 the Friends planted 900 new apple trees. The trees were part of a grant through the Mass Fruit Growers Association. The Friends contributed the cost of irrigation and support systems. The trees were fully funded through the Massachusetts Orchard Production Upgrade Program. (MOPUP) Sholan Farms was one of 11 selected growers who replaced one acre of old orchard with the new tall-spindle apple orchard system, which added 5 new varieties. The key objectives for a new orchard are to maximize yield in the early years and still effectively produce large yields of high-quality fruit after the trees are mature. A number of volunteers and friends have been involved with the project. The tall spindle orchard was in full production in the second year.

Peach Orchard

The orchard suffered a setback in 2016 due to the minus 16 degree days in February, which killed all the buds. The orchard produced the first crop in 2017. In 2018 we opened the orchard for U-Pick. The records show that the income in 2017 was \$1,843 and in 2018 the sales declined to \$1,467. The 2019 Peach Crop accounted for \$3,545 in revenue and was both plentiful and outstanding in flavor.

History of Peach Orchard: Through a generous donation from Roy Billodeau and family we were able to plant a peach orchard in the spring of 2015. The site preparation began in 2014 with removal of an existing apple orchard and then many hours of rock picking and soil preparation. The trees were ordered in 2014 and were delivered in April 2015.



Under the direction and leadership of Mike Meehan the planting took place on April 30, 2015. Team members included Perkins School, Sher and his brother, Felix, Roy Billodeau, Mike Iannaconi - great effort by all. Bill Broderick's tree planter was a lifesaver!

Farmers Market

In 2019 we took a new direction with regards to the Markets; we hired a dedicated Farmers Market Manager. She attended the following markets: Fitchburg on Thursday and Barre on Saturday, Shirley on Thursday, Lunenburg on Sunday and Leominster on Saturday. The Litchfield Terrace market was dropped two weeks after it started due to low volume. The farmers market revenue was \$7,836.78.

As a point of history, in 2018 Sholan Farms did not participate in the Farmers Market. It is important to note that in 2017 Sholan finished its fourth year of participation in the Fitchburg Farmer's Market, and its third year in the Leominster Farmer's Market. Results were mixed with a huge increase in sales at the Fitchburg (62%) being offset by a decrease in sales at the Leominster market (-22%). The increase in Fitchburg's sales can be accounted for by a change of location to a much more accessible and visible spot. It is unknown why Leominster decreased so much. Overall, farmer's market sales increased 4% over the previous year, for a total of about \$6,100. Sholan will continue to try to join more markets as they become available.

Blueberries

Thanks to the help we received from UMASS we have adopted better management of soil and nutrients in the blueberries. As a result, the plants are starting to show improvements in vigor and output. The blueberry sales accounted for \$1,858 in revenue which is a slight increase over the \$1,131 in 2018. The crop has a great deal of potential. University studies show that the average blueberry farm brings in a minimum of 4,000 lbs an **acre**. (Highbush **Blueberry**) So if the soil is good and the care taking is good you should be able to expect at least 4,000 lbs an **acre**, which could mean around \$22,000. These numbers are fact and we have a long way to go. The management of the plants is crucial and that includes pruning, fertilizing, weed control and watering.

As a point of history, the blueberry patch was established in 2007 (11 rows – 100 plants per row). Three types were planted: Rows 1-3 Blue Ray (Closest to Street), rows 4-7 Late Blue (Middle)(End of Season), and rows 8-11 Blue Crop (Furthest East)(Midseason). This crop was made possible by the leadership of Sett Firmani, who raised funds from the shareholders of the Italian American Center on Lancaster Street. The plants got off to a very slow start due to a number of problems; the plants were pot bound, we did not do enough research to understand the proper way to plant, we had no irrigation, we did not properly test or treat the soil to lower the ph, the plants were kept waiting until the field was tilled – which meant we kept watering them daily for well over a month, no soil tests or fertilization, and the weed situation has become intolerable. Consequently, close to half of the plants have died. We made another unsuccessful attempt to replace the plants in March 2010, but they too died. In 2015, we addressed all problems and approved the purchase of 400 replacement plants. The new blueberries were planted in April of 2016. The new planting was negatively impacted by the severe drought. We will reassess the plants in 2019.

Solar Installation 2011-2019

New Solar photovoltaic system (PV) System - Solectria PVI 3000

- Panels 18, 45 pounds each
- System capacity 3kw per year
- Project Leader for Sholan Farms: Steve Smith
- Solar Contract Team Leader: Southpoint Mike Lastella
- Installation team: CTE Students
- Cost of the project was around \$16,495
- Grants; \$12,000 Massachusetts Dept. of Agriculture, and \$5,000 Massachusetts Clean Energy Center.
- SREC – Solar Renewable Energy Credits: Approximately \$285.00 for every 1,000 kw hours produced for 10 years. Estimated payback through 2018 is \$8,000 which is credited to the utility bill.

The system was installed and turned up in June 2011.

Quick Facts: The system produces 3,000 kW annually, which is about 1/3 of the energy consumption for the farm. Since June 2011, the system has produced 35,850 kW of power, offset over 44,813 pounds of CO₂, equivalent offset of 3,166 gallons of gas. Check it out on the web: <https://www.solrenview.com/SolrenView/mainFr.php?siteId=793> or at www.sholanfarms.com and follow the link.



Farmstand Expansion 2011-2019

This core project was started in July of 2011 and completed in June of 2012. Additional upgrades have been made and completed through 2015. We were able to internally fund the construction of a 30-foot wide by 25 foot long addition to the existing Farmstand. The addition will allow us to expand our retail space by 750 square feet as well as provide equipment storage during the winter months. We budgeted \$33,455 dollars for this project and we came in over by \$43. Betterments have continued through 2019 and include additional amenities such as lighting, counter space, insulation.

Since the initial construction we have added shelving, counters and amenities. The electrical shop at Leominster Center for Technical Education Innovation (CTEI) completed the installation a ceiling fan, additional lighting in the farm stand, and motion detection switches in the farms stand and country store.

Equipment Update

Ram 3500 truck - The board voted to purchase a new 2017 Ram 3500 truck with plow, stake bed, and lift gate. The financing was provided through a loan from Farm Credit East.

A used Ford F150. This truck was purchased from Sam Holmes for \$1,800. The truck will only be used on the property. (2018)

John Deere Gator Model XUV865M (MY18) Thanks to a grant from the Community Foundation of North Central Massachusetts we were able to purchase a new Gator and 25 gallon sprayer. (2018)

Gravely Zero Turn mower – The board voted to purchase a new commercial mower. The financing was provided through a loan from Farm Credit East. (2018)

Kuhn Orchard Mower – The board voted to purchase a new orchard mower. The financing was provided through a loan from Farm Credit East. (2019)

Storage Trailer – Mr Bovenzi donated a tractor trailer body. Ricky's towing delivered and set up the unit on October 2, 2017. This is providing much needed additional storage.

Over the past couple of years we purchased additional farm equipment and tools: diesel tank, 8 foot disc harrow, spin spreader, cultivator, landscape rake, and spreader.



Other Achievements 2015-2019

Facilities Update – Operations

2019 was a very busy year for the Friends of Sholan Farms. We were able to complete and expand on several necessary projects that will have a significant impact in the future of the farm.

Christmas Tree Shop at Sholan Farms

2019 was the fourth year that the Friends had responsibility for the Christmas tree sales. Sales were successful overall considering a few obstacles we had to overcome. Our supplier of Fraser Fir trees sold their business but did not give the new owner our contact information. We attempted to find a new supplier both in Canada and US but after talking to over 24 different vendors, we decided not to order any Fraser Firs for 2019. Important to note we did find out that the suppliers who had the trees wanted anywhere from 20 to 50 percent more than we have paid in the past.

Wreath sales were very strong. Having wreaths to sell was a very nice addition. The decorating done by my wife Cynthia and son Jeffry were very well received. We sold more wreaths than had been sold in previous years. We also sold out of decorated swags.

Christmas tree sales were somewhat disappointing, we only sold 87 percent of what we ordered. Sales started off strong but slowed after the first two weeks. The inclement weather included rain, snow and frigid cold.

A very popular attraction was added – The Christmas light show. The Smith Family donated the light show. There were about 2200 lights choreographed to Christmas music. The music was played over FM 89.5 and there was about 30 minutes of music. The music was split into two shows one show on Monday, Wednesday, Friday and Sunday and the other Tuesday, Thursday, and Saturday. The show ran from 5:00 PM and runs until 9:00 PM

Overall, we are pleased with the results for 2019. We were able to make a profit and continue to bring new customers to the farm.



Fiscal year ending December 31, 2002 to Present Report Card

Membership	Grade C				Total
	Charter	Friends	Patrons	Bus/Corp	
2001	47	31	5		83
2002	60	46	8		114
2003	99	64	8		171
2004	118	68	12		198
2005	133	75	16		224
2006	139	73	20		232
2007	150	143	21		315
2008	160	191	23	2	375
2009	160	100	23	4	287
2010	106	100	0	4	210
2011	102	50	0	1	153
2012	100	62	0	6	168
2013	82	95	0	3	180
2014	79	102	0	3	184
2015	82	100	0	4	185
2016	74	109	0	3	186
2017	74	91	0	3	168
2018	68	96	1	3	168
2019	68	97	0	4	169
Change	0.00%	1.04%	na	na	0.60%



Membership contributions help support our Annual Fund, which is the cornerstone for sustaining the programs, partnerships, and daily operations of Sholan Farms. Memberships are valid for one year. Annual Fund membership benefits include: periodic newsletters, member functions, and discounts on apples.

The Friends of Sholan Farms relies heavily on the help and support of its members and donors. Our gross income for 2018 was \$194,055.38, which represents a decrease of revenues of 33% over 2017. In 2018, three-percent of our income came from membership and seven-percent from sponsorship and donations, while in 2006, 30% came from donations and membership dues. We received two grants in 2018, totaling \$14,338. The grants were from the Leominster Cultural Foundation and the North Central Community Foundation. The Friends membership renewals stayed at the 2017 level. In early January 2014, we changed the website to allow visitors to “Join” while on the website, to date 14 new members have been added. In 2015 large membership signs were posted in the farm stand to encourage people to join. The goal is to use the new membership structure to build up members and keep them coming back. Additional attention is needed to rejuvenate our membership structure. We need a renewed focus on our business membership as well.

Revenue Growth and Orchard View – Grade B **

	Apples	Gross	Expense **	Net
2002	\$9,566.28	\$59,172.01	\$54,167.98	\$5,004.03
2003	\$30,630.21	\$106,231.80	\$70,237.71	\$35,994.09
2004	\$41,026.00	\$79,123.00	\$76,382.00	\$2,741.00
2005	\$37,080.00	\$75,573.00	\$69,511.00	\$6,063.00
2006	\$56,529.03	\$116,190.22	\$86,906.73	\$29,283.49
2007	\$76,914.72	\$157,483.52	\$139,818.79	\$17,664.73
2008	\$113,655.63	\$188,041.63	\$126,500.98	\$15,420.19
2009	\$128,116.59	\$189,829.83	\$194,043.22	-\$41,551.56
2010	\$122,279.09	\$201,243.50	\$105,312.48	\$64,908.41
2011	\$124,616.64	\$201,642.70	\$162,149.18	\$22,667.78
2012	\$130,634.33	\$226,374.57	\$184,847.41	\$25,717.35
2013	\$154,149.75	\$231,141.49	\$225,051.35	\$6,090.14
2014	\$108,116.70	\$273,792.61	\$221,321.65	\$52,470.96
2015	\$139,702.87	\$214,398.73	\$235,597.86	-\$21,199.13
2016	\$107,895.12	\$275,433.79	\$249,380.11	\$26,053.68
2017	\$122,178.43	\$293,840.85	\$275,063.67	\$18,777.18
2018	\$115,715.67	\$194,055.38	\$245,321.23	\$(51,265.85)
2019	\$138,067.15	\$220,044.30	\$223,421.88	\$(40,406.25)
Change 18-19	16.19%	11.81%	-9.80%	-1417.83%

** 2017 Apples excludes crop loss insurance payout of \$ 74,464, Gross Revenue includes the payout.

** Expense includes depreciation of \$44,462.72 – note without depreciation the Net for 2019 would be \$(3,377.58).

Revenue-Expense Explanations 2019

The 2019 results reflect an increase in revenue and apple sales. The apple crop was one of the best we ever had. However the weather impacted the u-pick weekend sales by delivering four weekends of rain.

Our largest annual fundraising event is the Apple Blossom Festival. After having to cancel the 2018 festival due to rain, the 2019 Apple Blossom Festival was perfect. Cars were lined up along Pleasant Street waiting to get into the parking lot. The crowds were amazing. The income for the spring and fall festivals in 2019 at \$8,216.50 which was a 62% improvement over the gross revenue of \$5,075 in 2018.

The gross apple sales increased by 16 percent. This is attributed to both retail and wholesale customer sales. The spray material/chemical account increased by 29% from \$29k to \$37K. This account includes expenses for all chemicals used for crop maintenance including orchard, raspberries, blueberries, vegetables, pumpkins, and herbicides. (Sources: Sholan Farms observations, UMASS, New England Apple, Boston Globe)



Crop History 2012 – 2018

The crop production statistics showed that this was one of the most productive in our history. Insurance estimates show we produced over 17,345 bushels of apples on 24 acres.

Orchard View Grade C

ORCHARD	APPLE	ORCH MAINT.	Net Income Apples
2002	\$9,566.28	\$16,389.73	(\$6,823.45)
2003	\$30,630.21	\$14,917.35	\$15,712.86
2004	\$41,026.00	\$33,950.44	\$7,075.56
2005	\$37,080.00	\$30,000.34	\$7,079.66
2006	\$56,529.03	\$40,906.83	\$15,622.20
2007	\$76,914.72	\$50,033.66	\$26,881.06
2008	\$113,655.63	\$48,114.69	\$65,540.94
2009	\$128,116.59	\$45,920.44	\$82,196.15
2010	\$122,279.09	\$23,605.89	\$98,673.20
2011	\$124,616.64	\$38,003.12	\$86,613.52
2012	\$130,634.33	\$48,181.07	\$82,453.26
2013	\$154,149.75	\$39,887.68	\$114,262.07
2014	\$108,116.70	\$34,623.07	\$73,493.63
2015	\$139,702.87	\$34,085.44	\$105,617.43
2016	\$107,895.12	\$26,362.86	\$81,532.26
2017	\$122,178.43	\$50,537.01	\$71,641.42
2018	\$115,715.67	\$38,652.47	\$77,063.20
2019	\$138,067.15	\$42,570.85	\$95,496.30
Change 18-19	16.19%	9.20%	19.30%

Maintenance includes Pruning, Spray and Upkeep. Excludes labor.

Wildlife Habitat (WHIP Grant Update)

We continued to manage the USDA NRCS – Wildlife Habitat Incentive Program Grant (WHIP). We spent 11 years restoring the back forty – which included mowing, spreading lime and eradicating invasive plants. This successful reclamation project completed in 2015. In 2016 we began repurposing 4 acres of the back 40 acres into useable crop land. This has turned out to be a very labor-intensive project. The land was never used as crop land so we encountered monstrous rocks and stones. It has taken well over three weeks to remove the rocks and more work is needed. We will continue to explore usage options such as keeping it as an open meadow, return it to agricultural land or find alternative uses for the property. In addition, efforts are underway to reclaim 6.3 acres of abandon orchard on the southeast side of Pleasant St. Initial clearing has been done and quotes to complete the work are upward of \$15,000. The business plan and the master plan show this being in full production in the next few years.

Giving Back

Our mission is to be a family oriented, recreational, and educational farm making full use of natural resources. Since our first harvest in 2001, we have worked toward being beneficial to our greater community. As successful members of the community, we have a responsibility to help those that are less fortunate and contribute to the common good. We could not do any of this without our staff, volunteers, and sponsors. Together, we are making strides in supporting our community and assisting other charitable causes. During the harvest season, we made apple and pumpkin donations to the local School PTA's, churches and many other non-profit groups.

In 2019 we recognized that our crop load was greater than our needs and we contacted Boston Area Gleaners, Inc., a 501(c)(3) non-profit organization dedicated to rescuing surplus farm crops for people in need to help with the harvest. They gleaned over 12,880 pounds or 322 bushels of apples that in turn were donated to Boston area food banks. We also donated over 150 bushels to various charities within our community; PTA's, Kylee's Kare Kits for Kidz, Sterling Senior Center, Leominster Senior Center, Leominster Veterans, Ginny's, and Perkins School – to name a few. The



Thanksgiving Pack out was a great success and we were able to donate over 1,043 three-pound bags (3,129 pounds) to various charities and church groups.

Recreational and Educational

Our mission is to be a family oriented, recreational, and educational farm making full use of natural resources. In order to fulfill this, we have partnered with many organizations across the community. We are currently working with the Leominster Trail Stewards (LTS), City of Leominster Recreation Dept., and Project Apples. The trails project will include updated Kiosk Maps and trail markers throughout the property. This is part of a much larger project that is funded through a trail grant from the Massachusetts Department of Conservation and Recreation. The Trail Stewards and Recreation Dept. placed a new master trail map, directional arrows to the nearest street or parking lot, directional arrows to trail features, distances, GPS coordinates, and a QR code on each post. Each kiosk has a map of the trail system for that area stating where you are, property usage rules, and trail features.

During 2016 Lisa Novelli led the Project Apples literacy project which installed story walk posts and boards that will bring a new and exciting addition to the property. This is the first permanent installation of information signs that will have enclosed stories. There will be 18 story boards along a trail that families will be encouraged to use. The enclosure will display stories from various books and participants will walk from one station to the next to read the story. The stories will be changed out regularly and will remain in place for a month at a time. The Friends will share the signs and will be using the displays to install information and history regarding the Sholan Farms. The project is being refurbished in 2020.

Master Plan 2012 – 2019

With every new-year we set goals, priorities and budgets for the upcoming year. In 2012 and 2014, we received grants from the Community Foundation of North Central Massachusetts (www.cfncm.org) to develop a new Master Plan for Sholan Farms. We contracted Andrew T Leonard, RLA Landscape Architecture and Planning (www.atleonard.com). Andrew guided us through the process. Two Master Plan scenarios were finalized in June 2013; a working farm or an educational farm. Those Master Plans have been viewed and reviewed at a Friends meeting in September 2013. In 2014 we applied to the foundation for an additional grant to further the details of the master plan. Several meetings have been held to finalize the long-term vision of the farm. We conducted a survey and obtained input from over 400 community citizens. The outcome of the survey has led us to one plan that will be the model we use for years to come.

Business Plan 2017-2022

The Friends completed a new five-year business plan in 2017. Representatives attended the Tilling the Soil Business Plan course which was conducted by the Mass Department of Revenue. During the course we had the opportunity to analyze the farming industry and develop strategic goals and objectives that will guide us through the next several years. The outcome gave us a clear direction to guide us to continue to grow into a sustainable and profitable business.

Partnering For The Future

The future is bright for Sholan Farms. We became a founding member of the newly formed Central Mass Locally Grown regional organization. In addition, we have collaborated regionally with the Massachusetts Department of Agriculture, UMass Extension Service, Mass Fruit Growers Association, Cornell University, and the New England Apple Association. Through these alliances, we have the Marketing, Advertising, and Educational Training Services of the farming industry in Massachusetts. On a local basis, we are members of the Johnny Appleseed Association and have an advertising campaign using the Edible Boston, Sentinel & Enterprise, Coffee Shop News, Sterling Meeting House News, Leominster Champion, LATV, WXLO, WPKX, and Social Media through Facebook and Constant Contact, and the Sholan Farms Webpage. Our volunteers and helpers come from many sources including United Way – Community Builders, Church Groups, Shriver Job Corp, City of Leominster, Leominster Trail Stewards, Leominster Schools, Boy Scout Troops, 4-H, Youth Venture, Alternatives, and the Sheriff's Office.

Challenges for the Season Ahead – Nurturing

One of the major challenges is volunteer and member recruitment. We have already begun to address this by creating a new position with added responsibilities that will help to build up our recruitment efforts. The new manager will also be charged with becoming an ambassador to help us grow stronger in stature and in community outreach. We need



stronger business involvement and we need a stronger, younger volunteer base. In 2019 we worked to acknowledge our volunteers with the Appreciation Luncheon and Welcome Back BBQ but we need more community outreach. We did reach out to all our volunteers to become members. That mailing resulted in 6 volunteers becoming members. There are still many volunteers who have not joined the Friends. They give of their time but cannot afford membership.

We believe that we have accomplished steady growth by improving our activities. We continue to evaluate our activities and make changes where it seems prudent. We scaled back on the Harvest Weekend and have gone back to a one day festival to the ever popular "Scarecrows in the Orchard",. The Apple Blossom Festival and September Craft Show have all grown and bring people from all around Leominster to the farm.

Hopefully, we will see some major advancement in fundraising, sewer line work, and movement toward fulfilling the Master Plan. We have applied for grants to complete the Master Plan. To succeed in 2020 and beyond we need to clarify our mission and bolster the fine efforts of the committed volunteers. Due to our success in past years, we have become a sustainable operation. We need and must **nurture** the **orchard** and our **volunteers**. We will only be successful if we all pull together and work as a team. It will take everyone's help: individuals, businesses, Friends, and elected officials. We must recruit new board members. The challenge is to establish **work teams**, which will help to clarify the important roles that each volunteer serves. In addition, we need to establish **guidelines** for team leaders, recruit team leaders, and **empower** them to be able to do their jobs. We need to keep **open, honest and timely communications** between the volunteers, team, and the board. Listed below are several of the work teams.

1. Orchard Manager – Empower, Train and Support – Sam Holmes & Staff
2. Volunteer Recruitment and Retention – Board Members and new team
3. Master Plan, Fundraising & Grant Writing – Team Leader – Joanne DiNardo
4. Orchard Expansion Team – Planting, Pruning, Nurturing, IPM – Joanne DiNardo, Mike Meehan, and Steve Smith
5. Membership Team to grow the membership. 2019 – Targeted Mailing to businesses. Team Leader Joanne DiNardo
6. Off Site Sales - Farmers Markets – Orchard Manager
7. School Tour Guide Team – The team will develop the plan and schedule to conduct tours. (responsibilities include: mailing to schools, pricing per student, Red Cross Safety course, and tour content)
8. Business Planning Implementation - New 5 Year Plan completed in Dec 2017 – Team Leaders Joanne & Andy
9. Finance – Andy Mercik – Team Leader
10. Festivals and Activities (Includes Apple Blossom Festival and Fall Harvest Festival) Team Leader Patti LaGrassa
11. New Crops and expansions – Team Leader – Operations Team
12. Restore Water Tower – (AKA former Spray Program) Steve Smith
13. Newsletter – Patti LaGrassa
14. Trail, Outreach & Recreation Team
15. Marketing and Advertising – Joanne Team Leader
16. Social Media – Nate Monat

Respectfully Submitted Board of Directors

Attachments:
Balance Sheet
Profit and Loss Summary

[Live your beliefs and you can turn the world around](#) [Henry David Thoreau](#). American essayist, poet and philosopher, 1817-1862

Balance Sheet

As of December 31, 2019

	Dec 31, 19
ASSETS	
Current Assets	
Checking/Savings	
1000 · Bank Accounts - Checking	
1010 · Fidelity Checking 80006679 (Operating Account)	13,825.11
1015 · PayPal Holding	58.85
Total 1000 · Bank Accounts - Checking	13,883.96
1100 · Bank Accounts - Savings	
1110 · Fidelity Savings 30329171 (Money Market Savings)	91,654.39
Total 1100 · Bank Accounts - Savings	91,654.39
1130 · Investment Funds	
1132 · CF Development Fund	13,317.76
1134 · Edward Jones Building	52,296.12
Total 1130 · Investment Funds	65,613.88
1197 · Payroll Clearing (Direct Deposit Employees)	1,659.29
Total Checking/Savings	172,811.52
Accounts Receivable	
1200 · Accounts Receivable	
1200 · Accounts Receivable - Other	1,394.00
Total 1200 · Accounts Receivable	1,394.00
Total Accounts Receivable	1,394.00
Other Current Assets	
1310 · PrePaid Expenses	550.00
1392 · Farm Credit Stock	1,000.00
Total Other Current Assets	1,550.00
Total Current Assets	175,755.52
Fixed Assets	
1800 · Fixed Assets	
1820 · Fixed Assets - Buildings	
1820.02 · Farm Stand Addition	30,334.00
1820.03 · Improvements - New Well & Pump	17,190.00
1820.04 · Farm Stand Storage Shed	4,777.79
Total 1820 · Fixed Assets - Buildings	52,301.79
1830 · Fixed Assests - Farm Equipment	
1830.02 · Sprayer- Rears 300 GI MiniBlast	9,000.00
1830.06 · Rear mount rotary mower	2,300.00
1830.07 · Crop Care T200 Sprayer	4,147.00
1830.08 · Trailer Refrigeration	3,100.00
1830.09 · Berry Irrigation	11,165.00
1830.10 · Equip - Disc Harrow	2,200.00
1830.12 · Gator	12,036.50
1830.14 · Kuhn VKD210 Lawn Mower (Serial# 182074)	13,100.00
1830.15 · Gravely Pro Turn 452 (Serial # 062039 Mower #001002 Buket Bag)	12,218.17
Total 1830 · Fixed Assests - Farm Equipment	69,266.67
1840 · Tractors	
1840.04 · Tractor - Simplicity Legacy XL	6,000.00
1840.05 · John Deere 5093 Tractor	35,605.91
1840.06 · John Deere 5085 Tractor	60,447.00
Total 1840 · Tractors	102,052.91
1850 · Vehicles	
1850.02 · Vehicle - Ram Truck	49,833.00
Total 1850 · Vehicles	49,833.00
1860 · Farm Stand Equipment	

Friends of Sholan Farms, Inc.

Balance Sheet

As of December 31, 2019

	<u>Dec 31, 19</u>
1860.02 · Federal Open Case Cooler	2,750.00
Total 1860 · Farm Stand Equipment	<u>2,750.00</u>
Total 1800 · Fixed Assets	276,204.37
1900 · Accumulated Depreciation	
1911 · Accum. Depr - Sprayer	-9,000.00
1920 · Accum Depr - Buildings	-31,336.20
1930 · Accum Depr -Farm Equipment	-29,880.13
1940 · Accum Depr - Tractors	-121,263.50
1950 · Accumulated Depr - Vehicles	-19,933.20
1960 · Accum. Depr. - Stand Equipment	<u>-2,200.00</u>
Total 1900 · Accumulated Depreciation	<u>-213,613.03</u>
Total Fixed Assets	<u>62,591.34</u>
TOTAL ASSETS	<u>238,346.86</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	3,719.83
Total Accounts Payable	<u>3,719.83</u>
Credit Cards	
2050 · Credit Card Accounts	
2050.06 · Chase Credit Card	
Chase - Dinardo 3203	45.00
Chase - Mercik 1791	<u>1.15</u>
Total 2050.06 · Chase Credit Card	46.15
2050.08 · Staples	<u>288.96</u>
Total 2050 · Credit Card Accounts	<u>335.11</u>
Total Credit Cards	335.11
Other Current Liabilities	
2100 · Payroll Liabilities	
2100.01 · Payroll Activity	<u>-616.34</u>
Total 2100 · Payroll Liabilities	-616.34
2200 · Taxes Payable	
2200.02 · Sales Tax - Stand	1,644.92
2200.03 · Meals Tax Payable	<u>191.18</u>
Total 2200 · Taxes Payable	1,836.10
2500 · Other Current Liabilities	
2500.02 · Refundable Deposits	<u>200.00</u>
Total 2500 · Other Current Liabilities	200.00
2550 · Accruals	
2550.02 · Accrued Payroll	<u>2,513.98</u>
Total 2550 · Accruals	<u>2,513.98</u>
Total Other Current Liabilities	<u>3,933.74</u>
Total Current Liabilities	7,988.68
Long Term Liabilities	
2602 · Farm Credit East	
2602.01 · Farm Credit East - Truck/Mowers	<u>47,003.56</u>
Total 2602 · Farm Credit East	<u>47,003.56</u>
Total Long Term Liabilities	<u>47,003.56</u>

Friends of Sholan Farms, Inc.

Balance Sheet

As of December 31, 2019

	<u>Dec 31, 19</u>
Total Liabilities	54,992.24
Equity	
3000 · Opening Bal Equity	25,328.43
3100 · Retained Earnings - Restricted	
3100.02 · RE - Handicap Orchard	500.00
3111.04 · RE - Water Tower (Restricted funds for Water Tower Restoration)	21,361.10
Total 3100 · Retained Earnings - Restricted	21,861.10
3200 · Retained Earnings - Operating	176,571.34
Net Income	-40,406.25
Total Equity	183,354.62
TOTAL LIABILITIES & EQUITY	<u>238,346.86</u>

Profit & Loss

January through December 2019

	Jan - Dec 19
Ordinary Income/Expense	
Income	
4000 · Revenue	
4001 · Product Sales	
4100 · Apples	
4100.01 · Apple 1/4 Peck	
4102.03 · Kids Bag	13.50
Total 4100.01 · Apple 1/4 Peck	13.50
4100.04 · Apple 1/2 Peck	
4104.01 · Apple 1/2 Peck	43,203.50
Total 4100.04 · Apple 1/2 Peck	43,203.50
4100.06 · Apple 1 Peck	
4106.01 · Apple 1 Peck	21,136.00
4106.03 · Family Package	3,486.50
Total 4100.06 · Apple 1 Peck	24,622.50
4100.08 · Apple 1/2 Bushel	
4108.01 · Apple 1/2 Bushel	14,149.00
Total 4100.08 · Apple 1/2 Bushel	14,149.00
4100.10 · Apple 1 Bushel	
4110.01 · Apple 1 Bushel	892.50
Total 4100.10 · Apple 1 Bushel	892.50
4100.12 · Apples - 3lb Bag	256.00
4114 · Apple Misc Sales	
4114.01 · Apples - Orchard Run	2,208.15
4114.02 · Apples - Drop	2,217.60
4114.06 · Apples - Misc	2,436.40
Total 4114 · Apple Misc Sales	6,862.15
Total 4100 · Apples	89,999.15
4130 · Wholesale Sales	
4132 · Wholesale Apples	
4132.01 · Apple School Sales	32,039.00
4132.02 · Cider Apples	8,944.00
4132.03 · Apples - Wholesale	7,085.00
Total 4132 · Wholesale Apples	48,068.00
4136 · Wholesale Produce	535.00
4137 · Wholesale Pumpkins	142.00
4138 · Wholesale Peaches	1,330.00
4139 · Wholesale SunFlowers	40.00
Total 4130 · Wholesale Sales	50,115.00
4150 · Apple Wood	
4152 · Wood - Bundle	266.25
4154 · Wood - Bin	150.00
4156 · Wood - Cord	270.00
Total 4150 · Apple Wood	686.25
4164 · Peaches	3,545.49
4166 · Pumpkin	5,205.90
4170 · Farm Products	
4170.02 · Produce - Vegetable	3,628.81
4170.03 · Produce - Sun Flowers	275.77
4170.05 · Produce - Gourds	471.52
Total 4170 · Farm Products	4,376.10
4180 · Berry Income	
4182 · Raspberries	1,640.75

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2019

	Jan - Dec 19
4184 · Blueberries	1,858.05
Total 4180 · Berry Income	3,498.80
4190 · Adjustments to Income	
4192 · Discounts - Coupons	-327.25
4194 · Discounts - Members	-1,102.25
4196 · Discounts - Volunteers	-1,634.00
4198 · Cash Over/Short	77.08
Total 4190 · Adjustments to Income	-2,986.42
Total 4001 · Product Sales	154,440.27
4200 · Retail Sales	
4210 · Retail Sales - Taxable	
4218 · Merchandise Taxable	942.84
4220 · Consignment Sales - Taxable	1,211.52
4240 · Christmas Trees	22,690.83
4242 · Christmas Merchandise	1,264.90
Total 4210 · Retail Sales - Taxable	26,110.09
4250 · Retail Sales - Non Taxable	
4252 · Crisp Mix	2,219.50
4254 · Apple Cider	
4254.01 · Cider Gallon	1,498.00
4254.02 · Cider Half Gallon	2,221.75
Total 4254 · Apple Cider	3,719.75
4262 · Honey	
4262.03 · Regular Honey	3,489.50
Total 4262 · Honey	3,489.50
4264 · Clothing	940.00
4265 · Stand Items	
4265.01 · Candy	17.50
4265.02 · Chips / Snacks	185.25
4265.03 · Honey Sticks	933.25
4265.04 · Candy Apples	3,213.00
Total 4265 · Stand Items	4,349.00
4266 · Merchandise No Tax	374.78
4268 · Consignment Sales-No Tax	381.50
Total 4250 · Retail Sales - Non Taxable	15,474.03
Total 4200 · Retail Sales	41,584.12
4270 · Concession Sales (Food)	
4272 · Prepared Food	
4272.06 · Pastry	625.12
4272.08 · Pie Slices	462.00
4272.14 · Whole Pies	552.00
4272.16 · Cider Donuts	2,686.58
Total 4272 · Prepared Food	4,325.70
4275 · Beverages	
4275.01 · By the Cup	95.05
4275.02 · Soda/ Water Cans/Bottles	779.00
4275.03 · Cider Pints	1,556.07
4275.04 · Lemonade	188.00
Total 4275 · Beverages	2,618.12
4282 · Outside Vendor	775.00
Total 4270 · Concession Sales (Food)	7,718.82
4300 · Activity Revenue	
4310 · Tours	

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2019

	Jan - Dec 19
4312 · School Tours	6,211.00
4314 · Party Tours	190.00
Total 4310 · Tours	6,401.00
4350 · Rental Income	175.00
4360 · Garden Plots	
4361 · Individual Plots	1,675.00
4362 · Group Plots	350.00
Total 4360 · Garden Plots	2,025.00
Total 4300 · Activity Revenue	8,601.00
4500 · Contributions, Gifts and Grants	
4560 · Sponsorship	9,390.00
4580 · Membership	5,500.00
4600 · Donations	
4610 · Donations - Cash	
4620 · Donations - Miscellaneous	7,877.30
Total 4610 · Donations - Cash	7,877.30
Total 4600 · Donations	7,877.30
4700 · Grants	
4704 · Grants - City -Cultural Council	1,665.00
Total 4700 · Grants	1,665.00
Total 4500 · Contributions, Gifts and Grants	24,432.30
4800 · Other Revenue	
4810 · Solar Energy	2,360.09
4812 · Interest Income	746.74
4814 · Miscellaneous Income	50.00
4860 · Activities/Festivals Revenue	
4860.03 · Rental Revenue	3,160.00
4860.05 · Games/Rides Revenue	741.50
4860.09 · Outside Vendors	1,500.00
4860.11 · Raffle Revenue	2,020.00
4860.12 · Butterfly Release (ABF)	795.00
Total 4860 · Activities/Festivals Revenue	8,216.50
Total 4800 · Other Revenue	11,373.33
Total 4000 · Revenue	248,149.84
4950 · Investment Activity	
4952 · Investment Interest/Dividends	329.90
Total 4950 · Investment Activity	329.90
Total Income	248,479.74
Cost of Goods Sold	
5300 · Cost of Goods Sold - Retail	
5308 · COGS Retail - Merchandise	648.62
5352 · COGS Retail - Crisp Mix	517.67
5354 · COGS Retail - Cider	3,339.05
5356 · COGS Retail - Jelly	82.80
5358 · COGS Retail - Candy Apples	3,025.00
5360 · COGS Retail - Chips/Snacks	145.35
5362 · COGS Retail - Honey	1,966.56
5368 · COGS Retail - Candy	534.80
5370 · COGS Retail - Consignment	910.66
Total 5300 · Cost of Goods Sold - Retail	11,170.51
5500 · Cost of Goods Sold - Products	
5552 · COGS - Pumpkins	940.00
5580 · COGS-Christmas Trees	13,189.95
5581 · COGS-Christmas Items	125.29

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2019

	Jan - Dec 19
Total 5500 · Cost of Goods Sold - Products	14,255.24
5800 · Cost of Goods Sold - Concession	
5802 · COGS Concession - Food	294.70
5803 · COGS Concessions Beverages	57.54
5810 · COGS - Bakery	
5810.01 · COGS - Pies	1,313.50
5810.05 · COGS - Donuts	1,343.95
Total 5810 · COGS - Bakery	2,657.45
Total 5800 · Cost of Goods Sold - Concession	3,009.69
Total COGS	28,435.44
Gross Profit	220,044.30
Expense	
7000 · Salary & Wages	
7002 · Salary & Wages Farm Operations	66,152.44
7004 · Salary & Wages Farm Stand	3,633.01
7006 · Salary & Wages Pickers	5,740.00
7009 · Payroll Expenses	3,170.25
Total 7000 · Salary & Wages	78,695.70
7030 · Payroll Taxes	
7032 · Social Security	4,879.16
7034 · Medicare	1,141.09
7036 · Unemployment	0.00
7038 · Worker's Compensation	4,802.00
Total 7030 · Payroll Taxes	10,822.25
8010 · Professional Services	
8020 · Professional Fees	
8020.02 · Entertainment	2,665.00
8020.03 · Land Clearing	300.00
8020.10 · Prof Fees - Other	3,975.00
Total 8020 · Professional Fees	6,940.00
Total 8010 · Professional Services	6,940.00
8060 · Advertising	
8061 · Advertising - Signs (A-frames, banners)	76.32
8062 · Display Sign	169.44
8064 · Advertising - Print	10,486.80
8065 · Advertising - Radio/TV	4,076.88
8066 · Advertising - Web	400.00
Total 8060 · Advertising	15,209.44
8110 · Office Expense	
8111 · Office Supplies	
8111.03 · Computer Supplies/Service	450.04
8111 · Office Supplies - Other	592.76
Total 8111 · Office Supplies	1,042.80
8112 · Postage / Freight	
8112.01 · Postage / Shipping	630.40
8112.02 · Postal Fees (PO Box & Permits)	375.00
Total 8112 · Postage / Freight	1,005.40
8114 · Printing and Publications	
8114.01 · Printing and Reproductions	3,143.86
8114.03 · Newsletter	750.21
Total 8114 · Printing and Publications	3,894.07
8115 · Bank Service Charges	20.00
8116 · Credit Card Fees	
8116.01 · Processor Fee	2,983.88

Profit & Loss

January through December 2019

	Jan - Dec 19
8116.03 · Monthly Fees	384.65
8116.05 · PayPal Fee	16.15
8116.08 · EBT Fee	35.00
8116.09 · Equipment Fee	41.70
Total 8116 · Credit Card Fees	3,461.38
8117 · Payroll Service Fees	1,181.70
8118 · Late Fees	39.00
8119 · Help Wanted	149.48
8125 · Licenses, Permits & Fees	899.35
8126 · Membership Fees	307.20
Total 8110 · Office Expense	12,000.38
8160 · Occupancy	
8162 · Utilities	
8162.01 · Electric	3,264.94
8162.03 · Restroom Service	3,917.25
8162.04 · Trash Removal	1,101.70
Total 8162 · Utilities	8,283.89
8166 · Repairs & Maint	
8166.01 · Buildings	84.99
8166.02 · Electrical Work	231.68
8166.03 · Grounds Maintenance	1,239.24
8166 · Repairs & Maint - Other	27.46
Total 8166 · Repairs & Maint	1,583.37
Total 8160 · Occupancy	9,867.26
8210 · Conf/Seminars/Meetins	
8212 · Conference/Seminars	235.00
8214 · Meetings/Events	
8214.02 · Volunteer	2,672.50
Total 8214 · Meetings/Events	2,672.50
Total 8210 · Conf/Seminars/Meetins	2,907.50
8260 · Interest Expense	
8262 · Finance Charge	1.00
8264 · Loan Interest	2,905.48
Total 8260 · Interest Expense	2,906.48
8360 · Insurance	
8362 · Crop Insurance	3,567.00
8364 · Buildings and Contents	1,471.50
8366 · Liability Insurance	1,079.00
8368 · Farm Personal Property	1,595.19
8372 · Vehicles Insurance	603.00
8374 · Pollution Insurance	571.00
8376 · Board Insurance	770.00
Total 8360 · Insurance	9,656.69
8410 · Supplies	
8412 · Farm Supplies	
8412.01 · Breeding / Polination	2,136.00
8412.02 · Irrigation	871.72
8412.03 · Landscaping (Landscaping)	749.38
8412.04 · New Plants/Seeds (Trees, Plants, Bushes, etc.)	907.05
8412.07 · Spray Material/Chemicals	37,274.01
8412.11 · Planting Supplies	620.27
8412.12 · Worker Protection	12.42
Total 8412 · Farm Supplies	42,570.85
8422 · Other Supplies	
8422.01 · Festival Supplies/Expense	817.81
8422.02 · Bags & Boxes (For Picking Apples)	6,499.36

Friends of Sholan Farms, Inc.

Profit & Loss

January through December 2019

	Jan - Dec 19
8422.03 · Farm Stand Supplies	1,045.65
8422.05 · Supplies - Christmas	135.84
8422.06 · Volunteer Food	250.48
8422.09 · Employee Uniforms	188.00
8422.10 · Tours Supplies/Expense	218.82
Total 8422 · Other Supplies	9,155.96
Total 8410 · Supplies	51,726.81
8460 · Rentals	
8462 · Tent Rentals	1,467.00
8464 · Festival Rentals	280.00
8468 · Misc. Rentals	258.15
Total 8460 · Rentals	2,005.15
8510 · Equipment	
8530 · Repairs & Maintenance	
8531 · Stand Equipment	5,065.80
8532 · Farm Equipment	8,516.66
Total 8530 · Repairs & Maintenance	13,582.46
Total 8510 · Equipment	13,582.46
8560 · Communication	
8562 · Telephone	
8562.01 · Land Line Phone	995.22
8562.02 · Cell Phone	77.96
Total 8562 · Telephone	1,073.18
8566 · Internet Service	1,187.88
8568 · Member Contact	710.00
Total 8560 · Communication	2,971.06
8610 · Vehicle Expense	
8614 · Vehicle Repair & Maint.	120.00
8616 · Gasoline for Farm Equipment	1,882.48
8618 · Deisel Fuel	1,995.96
Total 8610 · Vehicle Expense	3,998.44
8810 · Investment Expense	132.26
Total Expense	223,421.88
Net Ordinary Income	-3,377.58
Other Income/Expense	
Other Income	
9920 · Unrealized Gain/Loss on Invest	7,434.05
Total Other Income	7,434.05
Other Expense	
9990 · Depreciation	44,462.72
Total Other Expense	44,462.72
Net Other Income	-37,028.67
Net Income	-40,406.25